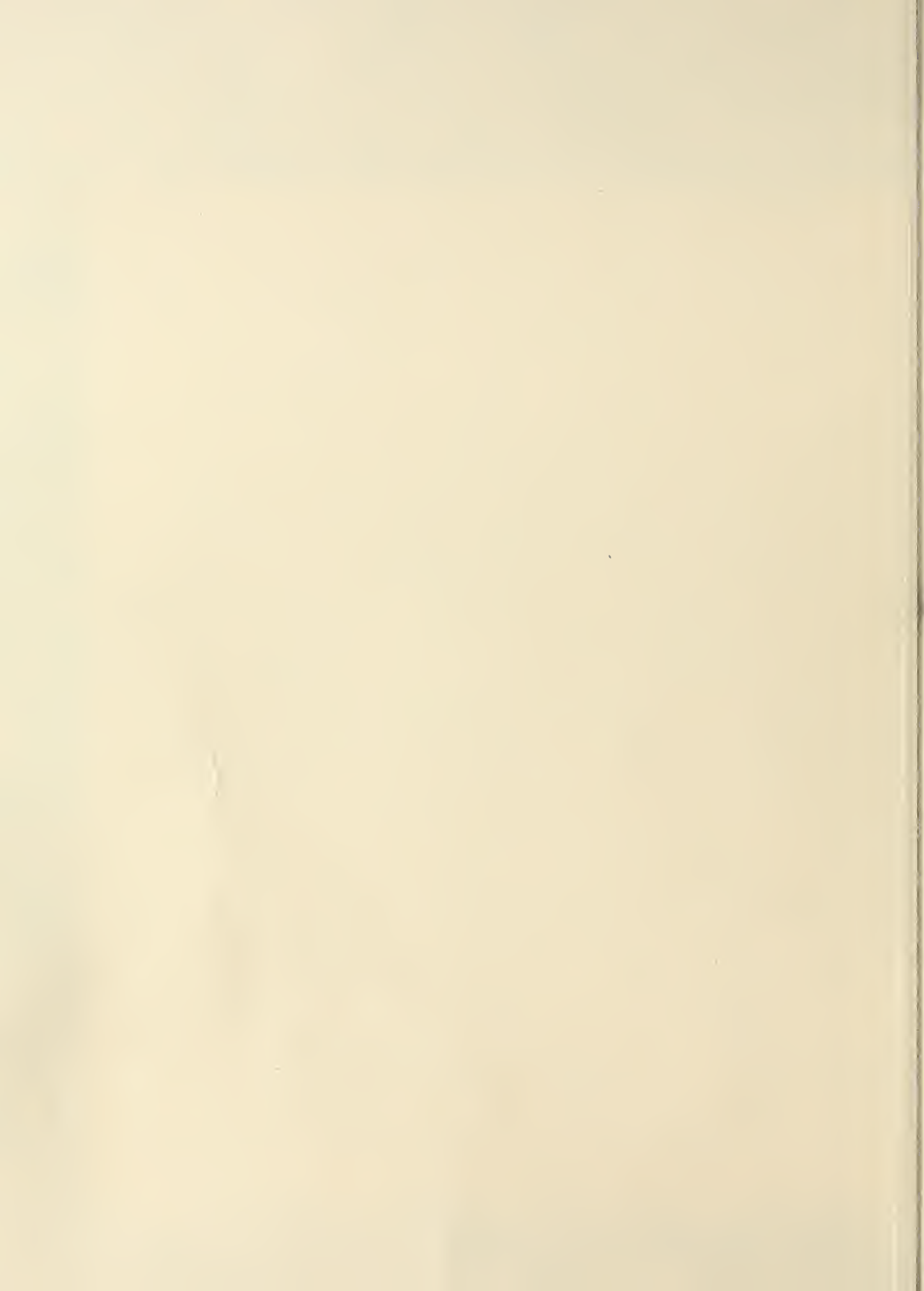


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Do not assume content reflects current scientific knowledge, policies, or practices.





Wichita Nurseries & Seed House, Wichita, Kansas

SALUTATIONS

To Our Many Friends and Customers—

Still another year has passed and this great family of satisfied customers is steadily growing. We surely appreciate this opportunity to again meet, if only by letter, our many friends. The year of 1923 has been one of pride and encouragement to the fruit grower. Throughout the middle West the fruit crops have been good and the crop has sold at a high price. Many of our customers have written to us that our trees are bearing wonderful crops. We think that our endeavor is more than bearing results of good standing. For the benefit of our new friends and new customers we will say that our earnest endeavor is to give you the best tree obtainable for the least money and also to give you a tree that is capable of producing "money crops." Our scions are selected, at an increased cost, to give you trees that will not produce average crops but that will produce above the average crops.

We wish to state that this firm is no longer an experiment, but that we have reached a mature age of thirty-four years. During our long childhood we have learned many a valuable lesson. We believe that we now know what our customers want and when they want it. The **QUALITY OF OUR STOCK** is our one great pride and every plant that leaves our packing room is doubly inspected so that no plant may leave that is not just right. We are determined, above all things, to maintain our reputation and as a proof of this statement we are calling your attention to the enclosed testimonials.

Service is an "over-worked" word. However, we believe that it expresses our fair treatment, quick shipments, and fair adjustments better than any other term. We still have the same familiar faces, the same equipment and the same desire to satisfy our customer's every want. We are striving to give you the utmost for your money and we call your attention to the **LOWER PRICES** quoted in this price list. We have lowered the prices this year on peach, apple, plum and cherry trees in money but not in quality. We will still continue the policy of selling to you "quality goods and not red ink."

The past year has been a successful year for the orchardists and small fruit growers in the middle West. We cannot help but to see that this year will be as good if not better than last year. The high price of fruit has been maintained and the demand is even more concentrated than in past years. We take pleasure in soliciting your business and we can promise to give you the same fair treatment that we have extended in past years.

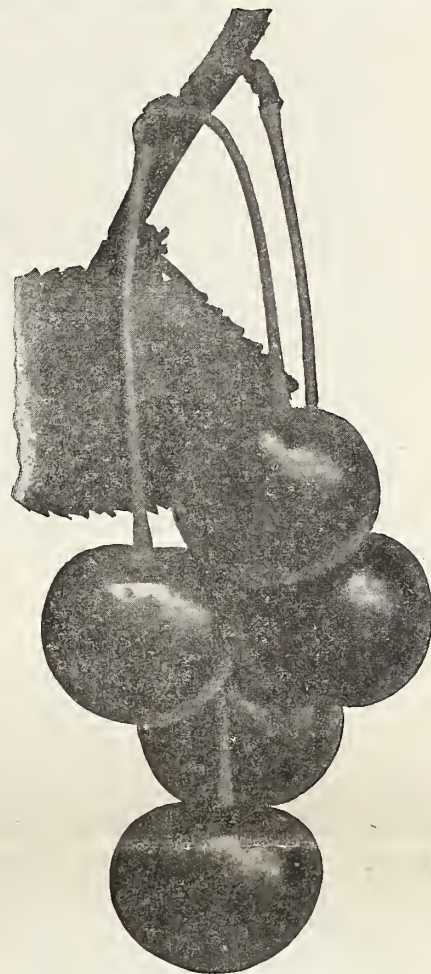
After these words of welcome and explanation, we wish to take the opportunity of wishing our many friends a very prosperous year. We are glad to admit that you, our many friends and customers, have made this firm grow and prosper. We will always remain one of you and just common folks, and your suggestions for the betterment of our service will be gladly received. Your personal letters on tree culture, or other subjects, will receive our best attention. With best wishes, we are,

Sincerely yours,

W. F. SCHELL, President.

CONDITIONS OF SALE

1. Our nursery stock is extra well rooted, whole root specimens and fully up to size and grade.
2. Our trees are budded and grafted from "SELECTED STRAINS." Trees that actually bear and produce sizeable and money value crops.
3. We furnish you only high grade quality stock. You cannot afford to buy cheap and inferior stock at any price. We cannot afford to sell this kind of stock.
4. A certificate of inspection accompanies each order and guarantees you healthy stock free from disease.
7. Remittances, by check or money order, must accompany the order, as our office force is too small to investigate the financial standing of our many customers.
5. Prices are quoted for stock packed and delivered in good condition to the transportation companies.
6. All trees, shrubs and plants are living organisms. They breathe, feed and reproduce their kind as we do. They are subject to attacks of disease and insects. At these low prices we cannot guarantee growth or be responsible for the stock after delivery to the transportation companies.
8. Orders will be shipped by freight, parcel post or express, as you indicate. Express is the very best way because you are assured of prompt and efficient service. Only 2 to 3 foot trees can go by parcel post.
9. References as to our financial standing are the Bradstreet Company, Fidelity National Bank & Trust Company of Kansas City, Mo., Security National Bank of Tulsa, Okla., Central National Bank of Tulsa, Okla., and Stock Yards State Bank of Wichita, Kas.
10. Application for adjustments made for shortage or mixing of varieties must be made within five days after receipt of goods.



Montmorency Cherries



Our Well Rooted Trees



Silver Maple

ORDER EARLY

For your protection and our protection order early. Orders will be filled and shipped according to the date that they are received. Assure yourself of the best selection by getting your orders in early.

"Order Early and be Assured of the Best Selection"

WHAT WE AGREE TO DO

Our service means superior packing, done by experts who know how to bale trees, shrubs and plants. The packing of our goods is a hobby with us as we realize the importance of our customers getting the stock in good growing condition.

Our service means that you get the packing free whether it is boxed or baled.

Our service means a guarantee of genuineness that means an absolute guarantee to you from a firm that is financially responsible.

Our service means that you are entitled to belong to our free service department, which is composed of experts capable of giving you real advice on matters of orcharding, gardening and landscape work.

Our service means that you can get your plants when you want them, owing to our fine railroad facilities at our shipping points.

Our prices mean LOW PRICES. They may not be as low as some firms and we do not claim the lowest prices, but you get quality goods from us at the closest possible margin. We do not want to sell you the "runts and culls" of the nursery row and you do not want this kind of stock.

Our service means satisfied customers. Just read what a few of our customers say in this price list.

Our service means special prices on large lots as given below:

1000 Rate—500 or more of a kind, as 500 peach, apple, cherry, etc. but not less than 10 of a variety.

100 Rate—50 or more of a kind, as 50 apple, peach, plum, etc., but not less than 10 of a variety.

10 Rate—10 or more of one variety, as 10 Elberta peach, 10 Burbank plum, 10 Delicious apple, etc.

Each Rate—Less than 10 of any variety as 3 Abundance plum, 2 Seckel pear, 7 Winesap apple, etc.



Elberta Peaches



Delicious Apple

TESTIMONIALS

Wichita Nurseries and Seed House, Wichita, Kansas.

Dear Sirs: I received the trees and rhubarb in good order and more than pleased with them. I have spent over \$500.00 for nursery stock and this is the first nursery that gave me satisfaction. Thanking you for past favors, I remain, Yours truly,

C. F. Rowley, Kansas.

Wichita Nurseries, Wichita, Kansas.

Gentlemen: Will you please send me one of your catalogues. Will want a few shrubs and trees. Got a small order from you last year which was very satisfactory.

E. G. Moran, Kansas.

HEALTHY STOCK ONLY

Kansas Entomological Commission

Office of State Entomologist University of Kansas

Lawrence, July 16, 1923.

No. A 1163

Certificate of Nursery Inspection

This is to Certify, That in accordance with Section 10401, of the General Statutes of 1915, the nursery stock now growing for sale by Wichita Nurseries and Seed House, of Wichita, Kansas, has been inspected by a duly authorized inspector, and found apparently free from dangerously injurious insects or plant diseases.

S. J. HUNTER, State Entomologist.

Invalid after June 1, 1924.

APPLE TREES

Grafted and Whole Roots

None better. Extra well graded

	Each	10	100
2 year, 2 to 3 ft., branched—	\$.22	\$2.00	\$18.00
2 year, 3 to 4 ft., branched—	.32	3.00	28.00
2 year, 4 to 6 ft., choice—	.45	4.00	35.00
2 year, 5 to 6 ft., extra—	.60	5.50	50.00

NECTARINE

All Budded	Each	10	100
2 year, 3 to 4 ft., branched—	\$.50	\$5.00	

PEACH TREES

Choice stock. 2-year from roots

2 to 3 ft., branched—	\$.25	\$2.40	\$20.00
3 to 4 ft., branched—	.35	3.25	27.00
4 to 6 ft., choice—	.45	4.25	35.00
5 to 6 ft., select—	.55	5.00	46.00

CHERRY TREES

Fine Selected Stock.	Each	10	100
2 year, 2 to 3 ft.—	\$.42	\$4.00	\$36.00
2 year, 3 to 4 ft., branched—	.62	6.00	55.00
2 year, 4 to 5 ft., choice—	.80	7.50	70.00
2 year, 5 to 6 ft., select—	.95	9.00	85.00

APRICOT TREES

Choice Producing Strains	Each	10	100
2 year, 2 to 3 ft., branched—	\$.45	\$4.25	\$40.00
2 year, 3 to 4 ft., branched—	.60	5.75	55.00
2 year, 4 to 6 ft., choice—	.75	7.25	70.00
2 year, 5 to 6 ft., select—	.95	9.00	87.00

CRAB APPLE TREES

	Each	10	100
2 year, 3 to 4 ft., branched—	\$.50	\$4.75	\$40.00
2 year, 4 to 6 ft., choice—	.55	5.00	45.00
2 year, 5 to 6 ft., select—	.70	6.50	60.00

QUINCE TREES

	Each	10	100
2 year, 2 to 3 ft.—	\$.75	\$7.00	
2 year, 3 to 4 ft.—	1.00	9.75	

"There Is No Cure For Cheap Trees."

OUR FRUIT TREES

Our fruit trees grown in the rich Arkansas River bottom lands are second-to-none in the country. We take the utmost care in securing our scions from trees that actually bear maximum crops of select fruit. This careful selection, as to variety, means a great deal in the matter of fruit production. These selected scions are budded or grafted on whole roots and this feature assures our patrons that they will receive sturdy trees with splendid root systems. We keep the land on which are trees are grown well fertilized and well cultivated and this culture produces trees of vigorous and permanent growth. The trees are also kept properly pruned and we try and make each tree a specimen tree of good roots, straight stems and well balanced tops.

The above stated cultural methods give our many customers just what they want—A FIRST CLASS TREE which is capable of maximum growth and also capable of bearing money crops. We recommend that more of our many friends take up this enjoyable work and produce good fruit for your market and for your table. There is no better side-line for the American farmer today than to own a sizeable home orchard.

Fruit growing is easy to learn, very interesting, and sure of return if you plant "Arkansas River Valley Fruit Trees." Our trees are giving satisfaction all over the middle west and we can safely recommend them as true-to-name, healthy, and quality specimens of plants. We handle all the latest and choice varieties of apple, peach, plum, cherry and apricot. These trees are sturdy, free from disease, and acclimated varieties for the middle west.



Our Young Cherry Trees

SUCCESSFUL FRUIT GROWING

The growing of good fruit is neither difficult nor expensive. The production of fresh fruit for your own table is a comfort to all the family. The growing of good fruit is nothing more or less than a right mixture of diligence and common sense. The production of fruit is really a most worthy occupation and often it is very restful and helpful to the average busy man. The inexperienced planter, by following our directions, can grow successfully a sizeable home orchard.

Every fruit grower, whether large or small, should endeavor to grow good marketable fruit. Poor fruit is very expensive to handle and always "a drug on the market." The difference between good fruit and poor fruit is a few hours of time spent in pruning, cultivation, spraying and fertilization.

There is a growing demand in the cities for select small fruit. People owning acreage near the towns should plant blackberries, raspberries, gooseberries, strawberries, currants and dewberries. There is always a ready market for these fruits. Careful selection of varieties, proper planting, and systematic cultivation cannot help but to give large returns when the fruit is harvested.

We are maintaining, for both our old and our new customers, a free service department. This department contains experts in orcharding, gardening and landscape work. These men have both the theoretical and practical knowledge necessary to help you with your problems. We wish that our friends and customers would write to us if we can be of assistance to you. We know that you will appreciate this feature of our business and that you will take advantage of this opportunity.

Wichita Nurseries, Wichita, Kansas.

Gentlemen: Will say that the trees which I purchased from you this spring are all doing fine and looking their best. Neighbors are all commending the Wichita Nurseries for the fine trees they are putting out. Trusting I will receive as good stock as I did in the spring, I beg to remain
Yours very truly
E. C. CLOUGH, Colorado.

Wichita Nurseries, Wichita, Kansas.

Dear Sirs: The trees arrived the 12th in fine condition. We are very much pleased with them. The trees are so healthy and nice. We are glad that we sent you our order. If we hear of anyone wanting fruit trees, we will gladly recommend your trees and efficient service.
Yours truly,
CHURCH J. CLARK, Missouri.



Burbank Plums

PEAR TREES—Standard

The Best Flavored Sorts	Each	10	100
2 year, 3 to 4 ft.	\$.70	\$6.75	\$65.00
2 year, 4 to 6 ft., br'ched	.90	8.75	85.00
2 year, 5 to 6 ft., select	1.10	10.50	96.00

PEAR TREES—Dwarf

	Each	10	100
2 year, 3/4 inch Diameter	\$.50	\$4.75	\$45.00
2 year, 1/2 inch Diameter	.65	6.25	60.00
2 year, 3/8 inch Diameter	.80	7.75	74.00

PLUM TREES

Choice Selected Stock	Each	10	100
2 year, 2 to 3 ft., choice	\$.35	\$3.25	\$30.00
2 year, 3 to 4 ft., branched	.50	4.75	45.00
2 year, 4 to 6 ft., choice	.60	5.75	55.00
2 year, 5 to 6 ft., select	.80	7.75	75.00

